A5185-1

HEARING INDUSTRIES ASSOCIATION

THIRD QUARTER 1989

CONSOLIDATED

STATISTICS REPORT

HEARING INDUSTRIES ASSOCIATION HIA

HIA STATISTICAL REPORTING PROGRAM
CURRENT PARTICIPANTS
THIRD QUARTER 1989

Firm Name	Date Report Received in Hauck & Associates Offices
GN Danavox	10/3/89
Hearing Technology	10/9/89
Unitron Industries	10/11/89
Magnatone Q.H.I.	10/13/89
Marcon	10/16/89
Olympia	10/16/89
Widex H.A.C. Inc.	10/16/89
Oticon, Inc.	10/17/89
Dahlberg, Inc.	10/18/89
Vanco	10/18/89
Qualitone	10/19/89
Rexton	10/19/89
Telex	10/19/89
Argosy Electronics	10/20/89
Beltone Electronics	10/20/89
Carey Labs	10/20/89
Fidelity/Bosch	10/20/89
Finetone Hearing Instruments	10/20/89
Nu-Ear	10/20/89
Omni	10/20/89
Oto-Sonic, Inc.	10/20/89
Siemens	10/20/89
Audibel Wholesale	10/23/89
Audio-Technica U.S. Inc.	10/23/89
Maico Hearing Instruments	10/23/89
Nat'l Hearing Aid Repair Lab	10/23/89
Starkey Labs	10/23/89
Bernafon, Inc.	10/24/89
3M/Hearing Health	10/24/89
Electone	10/25/89
Ensoniq Corp.	10/25/89
Voroba Hearing Technologies	10/26/89
Micro-Tech	10/31/89
Phonic Ear	10/31/89
Telstar	10/31/89
Lori Medical Labs, Inc.	11/1/89
Unimax Hearing Instruments	11/1/89
Authorized Hearing Systems	11/2/89
Best Labs	11/6/89
Philips	11/6/89

HIAREPTCON
11/9/89

PARTICIPATING COMPANIES
THIRD QUARTER 1989

- YEAR -	- 1986 -				- 1987 -				- 1988 -				- 1989 -			
QUARTER	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th	1st	2nd	3rd	4th
ARGOSY ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
AUDIO-TECHNICA U.S. INC.													X	X	X	
AUDIOTONE	X	X	X	X	X	X	X	X	X	X	X	X	^	^	^	
AUDIBEL WHOLESALE															1	
AUTHORIZED HEARING SYSTEMS															1	
BELTONE ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
BERNAFON, INC.	1	1	1	1	X	X	X	X	X	X	X	X	X	X	X	
BEST LABS/FIDELITY													1	1	1	
ROBERT BOSCH CORPORATION	X	X	X	X	*	*	*	*	*	*	*	*	*	*	*	
CAREY LABS															1	
CLEAR CORPORATION													1			
DAHLBERG ELECTRONICS	X	X	X	X	X	X	X	X	X	X	X	X	1	1	1	
ELECTONE, INC.	1	1	1	1	1	1							1	1	1	
ENSONIQ												X			X	
FIDELITY HEARING INSTRUMENTS	1	1	1	1		1	1	1	X	*	*	*	*	*	*	
FINETONE HEARING	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
GN DANAVOX, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
HEARING SERVICES INC.	X	X	X	X	X	X	X	X	X	X	X	O	O	O	O	
HEARING TECHNOLOGY, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
LANG HEARING					X	X	X	X	X	X	X	X	X	X	O	
LORI LABS															1	
MAGNATONE	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MAICO HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
MARCON HEARING INSTRUMENTS	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
MICRO-TECH HEARING INSTRUMENTS													1	1	1	
NATIONAL HEARING AID LABS													1	1	1	
NU-EAR ELECTRONICS	1	1			1							1	1	1	1	
OLYMPIA INSTRUMENTS, INC.													1	1	1	
OMNI HEARING SYSTEMS	X	X	X	X	X	X	X	X	X	1	*	*	*	*	*	
OTICON CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
OTO-SONIC INC.													1	1	1	
PHILIPS/AUDIONICS CORPORATION	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
PHONIC EAR INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
QUALITONE, INC.	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
RCI, INC.	1	1	1	1												
REXTON INTERNATIONAL	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
RION ACOUSTIC INSTRUMENTS	1	1	1	1	1	1	1	1	1							
SIEMENS HEARING INSTRUMENTS	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
STARKEY LABORATORIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
TELEX COMMUNICATIONS	1	1	1	1	1	1	1	1	X	X	X	X	X	X	X	
TELSTAR ELECTRONICS													1	1	1	
3M HEARING HEALTH CARE													X	X	X	
UNITRON INDUSTRIES	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
UNIMAX HEARING INSTRUMENTS													1	1	1	
VANCO INDUSTRIES	1	1	1	1	1	1	1	1	1	1	1	1	1	1	1	
VOROBA TECHNOLOGIES						X	X	X	X	X		X	X	X	X	
WIDEX--HAL HEN COMPANY	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	

CODES: X = MEMBER 1 = REPORTING NONMEMBER BLANK = NO INPUT

* - acquired by Starkey Laboratories 0 - acquired by Argosy Electronics ^ - acquired by Dahlberg Electronics

HIAPARTCON

CUMULATIVE YEAR-TO-DATE
UNIT SALES - BY STATE AND COUNTRY

STATE	1986		1987		1988		1989 JAN. SEPT.	
	#	%	#	%	#	%	#	%
ALABAMA	12,709	1.07	14,632	1.11	12,441	0.95	11,394	1.03
ALASKA	1,174	0.10	1,170	0.09	1,710	0.13	1,249	0.11
ARIZONA	19,584	1.64	22,207	1.69	24,110	1.84	19,154	1.74
ARKANSAS	9,897	0.83	9,853	0.75	9,386	0.72	10,193	0.93
CALIFORNIA	138,591	11.64	150,773	11.45	142,554	10.91	113,424	10.30
COLORADO	16,992	1.43	26,331	2.00	25,105	1.92	17,232	1.56
CONNECTICUT	13,467	1.13	13,913	1.06	14,458	1.11	12,209	1.11
DELAWARE	2,637	0.22	2,806	0.21	3,362	0.26	2,448	0.22
WASHINGTON, D.C.	1,723	0.14	1,562	0.12	2,134	0.16	1,706	0.15
FLORIDA	89,434	7.51	94,891	7.21	77,192	5.91	75,467	6.85
GEORGIA	16,950	1.42	20,576	1.56	22,226	1.70	18,099	1.64
HAWAII	3,629	0.30	4,105	0.31	3,524	0.27	3,337	0.30
IDAHO	7,413	0.62	8,020	0.61	7,792	0.60	6,834	0.62
ILLINOIS	49,043	4.12	50,437	3.83	51,991	3.98	45,722	4.15
INDIANA	26,087	2.19	29,410	2.23	32,069	2.45	27,027	2.45
IOWA	17,633	1.48	19,467	1.48	21,359	1.63	17,717	1.61
KANSAS	13,650	1.15	13,632	1.04	14,534	1.11	10,945	0.99
KENTUCKY	13,736	1.15	13,518	1.03	14,421	1.10	13,435	1.22
LOUISIANA	12,391	1.04	13,193	1.00	11,998	0.92	10,789	0.98
MAINE	6,251	0.53	6,540	0.50	6,398	0.49	5,804	0.53
MARYLAND	20,350	1.71	25,376	1.93	24,008	1.84	17,898	1.62
MASSACHUSETTS	37,824	3.18	39,467	3.00	37,462	2.87	30,758	2.79
MICHIGAN	48,100	4.04	58,446	4.44	63,503	4.86	48,276	4.38
MINNESOTA	34,344	2.88	35,540	2.70	34,077	2.61	28,059	2.55
MISSISSIPPI	6,634	0.56	8,299	0.63	7,710	0.59	6,579	0.60
MISSOURRI	29,339	2.46	28,715	2.18	30,077	2.30	29,942	2.72
MONTANA	5,792	0.49	5,741	0.44	5,037	0.39	6,287	0.57
NEBRASKA	11,241	0.94	10,596	0.80	11,430	0.87	10,080	0.92
NEVADA	4,792	0.40	5,793	0.44	5,698	0.44	4,656	0.42

CUMULATIVE YEAR-TO-DATE
UNIT SALES - BY STATE AND COUNTRY

STATE	1986 #	1986 %	1987 #	1987 %	1988 #	1988 %	1989 JAN. SEPT. #	1989 JAN. SEPT. %
NEW HAMPSHIRE	2,752	0.23	3,747	0.28	4,219	0.32	3,876	0.35
NEW JERSEY	29,089	2.44	34,309	2.61	36,788	2.82	27,120	2.46
NEW MEXICO	6,186	0.52	7,857	0.60	8,079	0.62	5,958	0.54
NEW YORK	60,353	5.07	68,028	5.17	72,581	5.55	61,696	5.60
NORTH CAROLINA	19,771	1.66	21,996	1.67	24,948	1.91	20,258	1.84
NORTH DAKOTA	5,118	0.43	5,382	0.41	5,878	0.45	4,387	0.40
OHIO	51,274	4.31	57,444	4.36	56,851	4.35	52,741	4.79
OKLAHOMA	16,274	1.37	17,758	1.35	17,241	1.32	13,640	1.24
OREGON	24,886	2.09	27,938	2.12	26,483	2.03	17,496	1.59
PENNSYLVANIA	58,646	4.93	61,306	4.66	57,735	4.42	51,368	4.66
RHODE ISLAND	4,828	0.41	5,108	0.39	5,438	0.42	4,533	0.41
SOUTH CAROLINA	7,855	0.66	9,841	0.75	10,402	0.80	8,750	0.79
SOUTH DAKOTA	4,316	0.36	4,930	0.37	5,181	0.40	4,192	0.38
TENNESSEE	16,416	1.38	17,707	1.35	18,168	1.39	17,300	1.57
TEXAS	59,777	5.02	67,487	5.13	65,164	4.99	55,348	5.02
UTAH	6,774	0.57	8,299	0.63	7,741	0.59	7,773	0.71
VERMONT	7,040	0.59	7,471	0.57	7,017	0.54	5,028	0.46
VIRGINIA	17,836	1.50	21,472	1.63	20,980	1.61	17,429	1.58
WASHINGTON	26,000	2.18	28,030	2.13	28,905	2.21	23,944	2.17
WEST VIRGINIA	11,225	0.94	12,286	0.93	13,824	1.06	10,367	0.94
WISCONSIN	25,344	2.13	28,039	2.13	28,427	2.18	23,667	2.15
WYOMING	1,513	0.13	1,898	0.14	2,148	0.16	1,494	0.14
GOVERNMENT (US,VA,ST)	55,968	4.70	62,975	4.78	64,828	4.96	56,521	5.13
DOMESTIC SUBTOTAL	1,190,648	100%	1,316,317	100%	1,306,792	100%	1,101,606	100%
CANADA (see pg. 7, F)	46,998		51,449		49,283		34,740	
OTHER EXP. (pg. 6, E)	29,204		33,488		37,844		29,702	
MISCELLANEOUS	1,292		2,235		1,527		24,068	
GRAND TOTAL	**1,268,142**		**1,403,489**		**1,395,446**		**1,190,116**	
% OVER PRIOR YEAR	**11.55%**	**+**	**10.67%**	**-**	**0.57%**			

HIASTATECON

11/20/89

MISCELLANEOUS DATA

A. Import Statistics (U.S. Department of Commerce)

1. Hearing Aid Instruments with Dollar Value ($)

1978	239,221 units	$ 15,140,889
1979	240,374 units	$ 16,803,453
1980	247,756 units	$ 17,578,480
1981	253,091 units	$ 17,373,896
1982	234,979 units	$ 16,728,254
1983	218,819 units	$ 16,289,758
1984	321,286 units	$ 23,065,985
1985	297,367 units	$ 21,578,212
1986	278,645 units	$ 19,681,540
1987	232,411 units	$ 22,106,261
1988	215,630 units	$ 21,914,000

2. Hearing Aid Parts (dollar value only) ($)

1978	$ 1,651,106
1979	$ 1,725,803
1980	$ 2,495,311
1981	$ 3,029,171
1982	$ 4,190,383
1983	$ 4,148,607
1984	$ 8,158,145
1985	$ 10,984,151
1986	$ 16,917,196
1987	$ 18,582,533
1988	$ 17,866,000

B. Veterans Administration

Hearing Aid instruments issued to clinics of the VA by the Federal Prosthetics Distribution Center

1978	17,823 units
1979	19,638 units
1980	24,142 units
1981	29,417 units
1982	32,191 units
1983	31,526 units
1984	36,325 units
1985	43,235 units
1986	46,481 units
1987	56,053 units
1988	61,534 units

MISCELLANEOUS DATA (continued)

C. CROS-BICROS By Type (Participants)

	TYPE	DOMESTIC MFG. CROS	DOMESTIC MFG. BICROS	FOREIGN MFG. CROS	FOREIGN MFG. BICROS	TOTALS CROS	TOTALS BICROS
1984	Eyeglass	1,140	1,216	145	165	1,285	1,381
	Behind Ear	3,397	4,376	441	417	3,838	4,793
	In Ear	0	0	0	0	0	0
	Totals	**4,537**	**5,592**	**586**	**582**	**5,123**	**6,174**
1985	Eyeglass	927	962	181	184	1,108	1,146
	Behind Ear	3,491	4,220	280	353	3,771	4,573
	In Ear	0	0	0	0	0	0
	Totals	**4,418**	**5,182**	**461**	**537**	**4,879**	**5,719**
1986	Eyeglass	681	829	104	124	785	953
	Behind Ear	3,394	3,752	125	441	3,519	4,193
	In Ear	0	0	0	0	0	0
	Totals	**4,075**	**4,581**	**229**	**565**	**4,304**	**5,146**
1987	Eyeglass	622	880	0	1	622	881
	Behind Ear	3,860	3,975	488	361	4,348	4,336
	In Ear	0	0	0	0	0	0
	Totals	**4,482**	**4,855**	**488**	**362**	**4,970**	**5,217**
1988	Eyeglass	261	573	0	0	261	573
	Behind Ear	3,245	2,680	57	219	3,302	2,899
	In Ear	0	0	0	0	0	0
	Totals	**3,506**	**3,253**	**57**	**219**	**3,563**	**3,472**

	1986	% (+/-)	1987	% (+/-)	1988	% (+/-)	1989 Jan-Sept
D. TINNITUS MASKERS (net shipments of number of units)							
a. Maskers	279	-7.00%	309	10.75%	426	37.86%	131
b. Masker Aids	239	-5.91%	327	36.82%	234	-28.44%	146
E. GROSS EXPORTS OF COMPLETED HEARING AID UNITS BY DESTINATION							
EUROPE	11,363	42.09%	13,804	21.48%	15,617	13.13%	10,051
MIDDLE EAST	263	86.52%	363	38.02%	424	16.80%	175
AFRICA	251	-19.81%	1,251	398.41%	1,359	8.63%	414
CENTRAL AND SOUTH AMERICA	4,404	31.86%	4,149	-5.79%	4,452	7.30%	5,194
JAPAN	2,080	164.29%	2,590	24.52%	2,106	-18.69%	1,418
SOUTHEAST ASIA	2,201	6.90%	2,505	13.81%	3,083	23.07%	2,965
UNALLOCATED	8,642	-15.17%	8,826	2.13%	10,803	22.40%	9,485
TOTAL	**29,204**	**17.64%**	**33,488**	**14.67%**	**37,844**	**13.01%**	**29,702**

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MISCELLANEOUS DATA (continued)

F. CANADIAN SALES BY PROVINCE

	1986	% (+/-)	1987	% (+/-)	1988	% (+/-)	1989 Jan. - Sep
Alberta	5,280	+ 2.58%	5,324	+ 0.83%	5,618	+ 5.52%	3,573
British Columbia	4,508	- 28.74%	7,480	+ 65.93%	7,688	+ 2.78%	4,978
Manitoba	1,966	+ 25.70%	1,799	- 8.49%	2,067	+ 14.90%	1,275
New Brunswick	833	- 4.91%	1,024	+ 22.93%	1,347	+ 31.54%	816
Newfoundland	255	+ 78.32%	394	+ 54.51%	320	- 18.78%	475
Nova Scotia	1,182	+ 38.08%	1,556	+ 31.64%	1,963	+ 26.16%	2,893
Ontario	17,527	- 4.29%	21,046	+ 20.08%	18,506	- 12.07%	13,927
Prince Edward Island	167	+ 38.02%	113	- 32.34%	91	- 19.47%	62
Quebec	6,218	+ 141.57%	4,345	- 30.12%	4,555	+ 4.83%	3,606
Saskatchewan	2,392	- 15.89%	2,365	- 1.13%	4,162	+ 75.98%	2,142
Northwest Territories	-2	+ 98.43%	1	- 150.00%	44	+ 4300.00%	26
Yukon Territories	0	0.00%	5	- 500.00%	10	+ 100.00%	1
Unallocated by the member companies	6,672	- 9.58%	5,997	- 10.12%	2,912	- 51.44%	966
TOTAL	**46,998**	**+ 1.51%**	**51,449**	**+ 9.47%**	**49,283**	**- 4.21%**	**34,740**

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MISCELLANEOUS DATA (continued)

G. NET UNITS SOLD BY TYPE & ORIGIN
Modular ITEs (MOD), Hearing Aid Assembly (HAA), Body Aids (BODY) and Eyeglass Aids (EYE)

	DOMESTIC MANUFACTURED					FOREIGN MANUFACTURED					GRAND TOTAL
	MOD	HAA	BODY	EYE	TOTAL	MOD	HAA	BODY	EYE	TOTAL	
1987											
January - March	1,441	17,524	517	1,493	20,975	409	0	1,243	564	2,216	23,191
April - June	2,262	13,078	684	1,402	17,426	282	0	1,503	709	2,494	19,920
July - September	1,934	4,557	638	1,218	8,347	90	0	1,578	1,009	2,677	11,024
October - December	2,348	5,066	540	1,162	9,116	95	0	1,472	1,003	2,570	11,686
1988											
January - March	2,057	4,487	431	981	7,956	669	0	863	910	2,442	10,398
April - June	2,754	3,718	540	950	7,962	665	0	489	1,336	2,490	10,452
July - September	522	2,166	412	805	3,905	62	0	773	309	1,144	5,049
October - December	1,295	3,205	472	998	5,970	45	0	828	331	1,204	7,174
1989											
January - March	1,014	4,368	396	902	6,680	46	0	955	221	1,222	7,902
April - June	1,460	2,364	467	748	5,039	70	0	1,297	543	1,910	6,949
July - September	2,197	1,466	929	674	5,266	62	0	1,158	833	2,053	7,319
October - December	0	0	0	0	0	0	0	0	0	0	0

MISCELLANEOUS DATA (continued)

H. RETURNS FOR CREDIT SURVEY

	GROSS UNIT SALES	TOTAL UNIT RETURNS	{1} AVERAGE RETURN RATE	{2} WEIGHTED AVERAGE RETURN RATE	{3} MEDIAN RETURN RATE	{4} STANDARD DEVIATION
1985						
Custom In-The-Ear (21 cos.)	579,335	83,578	14.43%	N/A	15.00%	3.5
Canal In-The-Ear (20 cos.)	149,229	31,892	21.37%	N/A	22.70%	1.7
Behind-The-Ear (17 cos)	350,339	43,404	12.39%	N/A	13.80%	1.3
1986						
Custom In-The-Ear (23 cos.)	700,840	104,938	14.97%	N/A	14.82%	5.5
Canal In-The-Ear (23 cos.)	184,329	37,428	20.30%	N/A	19.77%	7.2
Behind-The-Ear (19 cos.)	350,851	49,277	14.04%	N/A	14.21%	5.8
1987						
Custom In-The-Ear (23 cos.)	769,363	118,939	15.46%	17.44%	14.71%	9.1
Canal In-The-Ear (25 cos.)	292,416	62,204	21.27%	20.66%	17.44%	7.8
Behind-The-Ear (19 cos.)	327,654	46,492	14.19%	13.59%	11.93%	6.5
1988						
Custom In-The-Ear (19 cos.)	804,694	116,273	14.45%	15.30%	14.86%	3.9
Canal In-The-Ear (19 cos.)	312,205	59,274	18.99%	19.98%	20.38%	5.7
Behind-The-Ear (14 cos.)	328,860	48,892	14.87%	13.31%	12.28%	4.9

{1} = Total Unit Returns/Gross Unit Sales
{2} = Sum of Average Return Rates/Number of Companies
{3} = Average Return Rate {1} at Median Point
{4} = Standard Deviation Range +/- of Average Return Rate {1}

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NET UNITS SOLD BY TYPE AND ORIGIN

	BEHIND-THE-EAR		IN-THE-EAR					MISCELLANEOUS*		TOTALS			
	Domestic Mfg.	Foreign Mfg.	Stock Canal	Custom	Low Profile	Half-Concha	Canal	Domestic Mfg.	Foreign Mfg.	Domestic Mfg.	Foreign Mfg.	All Sales	% (#)**
1987													
1st Quarter	32,912	39,015	1,460	177,215	19,339	8,757	42,437	20,975	2,216	300,733	43,593	344,326	15.73%
T&O %	9.56%	11.33%	0.42%	51.47%	5.62%	2.54%	12.32%	6.09%	0.64%	87.34%	12.66%	100.00%	
2nd Quarter	35,221	43,299	2,088	181,101	22,060	12,601	48,966	17,426	2,494	315,407	49,849	365,256	10.56%
T&O %	9.64%	11.85%	0.57%	49.58%	6.04%	3.45%	13.41%	4.77%	0.68%	86.35%	13.65%	100.00%	
3rd Quarter	34,558	39,934	1,154	172,943	23,947	20,502	41,005	8,347	2,677	299,167	45,900	345,067	6.90%
T&O %	10.01%	11.57%	0.33%	50.12%	6.94%	5.94%	11.88%	2.42%	0.78%	86.70%	13.30%	100.00%	
4th Quarter	31,431	39,435	1,206	160,053	30,734	4,879	69,416	9,116	2,570	304,464	44,376	348,840	9.89%
T&O %	9.01%	11.30%	0.35%	45.88%	8.81%	1.40%	19.90%	2.61%	0.74%	87.28%	12.72%	100.00%	
Total 1987	**134,122**	**161,683**	**5,908**	**691,312**	**96,080**	**46,739**	**201,824**	**55,864**	**9,957**	**1,219,771**	**183,718**	**1,403,489**	**10.67%**
T&O %	**9.56%**	**11.52%**	**0.42%**	**49.26%**	**6.85%**	**3.33%**	**14.38%**	**3.98%**	**0.71%**	**86.91%**	**13.09%**	**100.00%**	
Type %	**21.08%**				**74.23%**			**4.69%**				**100.00%**	
1988													
1st Quarter	30,178	38,828	812	166,845	21,095	10,961	60,971	7,956	2,442	296,765	43,323	340,088	-1.23%
T&O %	8.87%	11.42%	0.24%	49.06%	6.20%	3.22%	17.93%	2.34%	0.72%	87.26%	12.74%	100.00%	
2nd Quarter	34,769	37,253	570	175,626	23,867	12,777	63,342	7,962	2,490	316,987	41,669	358,656	-1.81%
T&O %	9.69%	10.39%	0.16%	48.97%	6.65%	3.56%	17.66%	2.22%	0.69%	88.38%	11.62%	100.00%	
3rd Quarter	34,268	37,075	782	179,517	24,640	11,983	63,050	3,905	1,144	315,712	40,652	356,364	3.27%
T&O %	9.62%	10.40%	0.22%	50.37%	6.91%	3.36%	17.69%	1.10%	0.32%	88.59%	11.41%	100.00%	
4th Quarter	27,399	32,157	456	180,623	25,183	12,287	55,059	5,970	1,204	304,332	36,006	340,338	-2.44%
T&O %	8.05%	9.45%	0.13%	53.07%	7.40%	3.61%	16.18%	1.75%	0.35%	89.42%	10.58%	100.00%	
Total 1988	**126,614**	**145,313**	**2,620**	**702,611**	**94,785**	**48,008**	**242,422**	**25,793**	**7,280**	**1,233,796**	**161,650**	**1,395,446**	**-0.57%**
T&O %	**9.07%**	**10.41%**	**0.19%**	**50.35%**	**6.79%**	**3.44%**	**17.37%**	**1.85%**	**0.52%**	**88.42%**	**11.58%**	**100.00%**	
Type %	**19.49%**				**78.14%**			**2.37%**				**100.00%**	
1989													
1st Quarter	37,053	36,324	327	189,496	24,203	12,925	61,554	6,680	1,222	332,238	37,546	369,784	8.73%
T&O %	10.02%	9.82%	0.09%	51.25%	6.55%	3.50%	16.65%	1.81%	0.33%	89.85%	10.15%	100.00%	
2nd Quarter	34,853	44,845	541	208,355	25,487	15,163	72,611	5,039	1,910	362,049	46,755	408,804	13.98%
T&O %	8.53%	10.97%	0.13%	50.97%	6.23%	3.71%	17.76%	1.23%	0.47%	88.56%	11.44%	100.00%	
3rd Quarter	45,228	34,273	581	208,761	22,850	15,859	76,657	5,266	2,053	375,202	36,326	411,528	15.48%
T&O %	10.99%	8.33%	0.14%	50.73%	5.55%	3.85%	18.63%	1.28%	0.50%	91.17%	8.83%	100.00%	
Total 1989	**117,134**	**115,442**	**1,449**	**606,612**	**72,540**	**43,947**	**210,822**	**16,985**	**5,185**	**1,069,489**	**120,627**	**1,190,116**	
T&O %	**9.84%**	**9.70%**	**0.12%**	**50.97%**	**6.10%**	**3.69%**	**17.71%**	**1.43%**	**0.44%**	**89.86%**	**10.14%**	**100.00%**	
Type %	**19.54%**				**78.59%**			**1.87%**				**100.00%**	

* Includes modular ITEs, hearing aid assemblies, eyeglass and body aids, detailed on page 8.

** % (#) shown is current period vs. same period last year

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